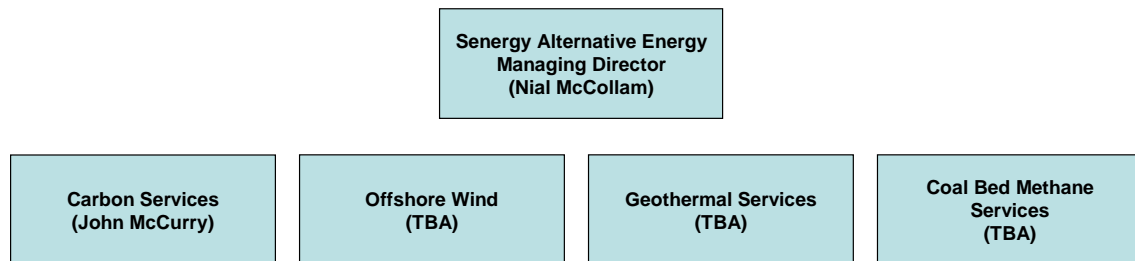


## Head of Offshore Wind

### OVERVIEW:

The position of Head Offshore Wind is a critical role within the Senergy Alternative Energy senior management team:



The role's primary responsibilities are to:

- 1) Rapidly build Senergy's Offshore Wind services business through; harnessing existing capabilities of the Senergy group, targeted business development and ongoing recruitment to complement and widen our service offering
- 2) Taking the lead role in managing and driving all business related to the Offshore Wind Alliance that we have created with our Alliance partners.
- 3) Support Senergy Alternative Energy's investment and acquisition strategy
- 4) Participate in delivery of offshore wind services to key clients

We are looking for a dynamic individual who is ambitious to grow a service oriented business in this exciting area of alternative energy. The candidate should ideally have strong, relevant technical experience (e.g. offshore structural engineering, civil engineering or electrical / power engineering) and a track record of successful business development.

### ROLES and RESPONSIBILITIES

This role will carry full P/L responsibility for Senergy's offshore wind business and there are three primary areas of responsibility:

#### 1) *Building Senergy's Offshore Wind Service Business*

The key role within the first 12-18 months is to drive the growth of Senergy's services to offshore wind project developers. There are three key aspects to this role: firstly, the individual will lead business development efforts harnessing Senergy's existing capabilities in the area of survey and geotechnical Secondly, management and co-ordination of the alliance that we have formed with our key alliance partners. Thirdly, recruitment of staff that bring additional skills and capabilities relevant to offshore wind farm development.

Our aim is to be a leading provider of integrated services to offshore wind developers – providing technical consultancy, commercial advisory and project related services spanning across the life cycle of offshore wind assets:



Attachment (1) gives more detail on the full range of capabilities we offer our clients already – either through in-house resources or through alliances we have formed with other parties.

## **2) *Supporting Investment and Acquisition Strategy***

The Senergy Group as a whole pursues an ongoing strategy of “buying and building” companies to achieve our goal of becoming a world leading, diversified energy services provider. We have already grown from £5m to £50m turnover in only 3 years through executing this strategy.

The Senergy Alternative Energy business is pursuing a similar strategy and expects each of its senior managers to play an active role in identifying and developing acquisition targets within their respective fields. Within the offshore wind arena, we are interested in considering acquisition opportunities which do one or more of the following:

- Further build strength and depth in areas of service provision that are critical to the offshore wind sector – this spans both technical & commercial service support functions
- Plug gaps in our service provision
- Provide opportunities for us to accelerate geographic expansion

## **3) *Direct Project Support***

The third element of the role is to provide direct support to clients and projects – we expect the individual who takes on this role to remain “hands on” as we find this is the best way for our leadership team to stay “current” and ensures our clients get outstanding service and value.

### **KEY CHALLENGES of the ROLE**

Helping clients address the considerable project risks and economic challenges associated with offshore wind project development.

Ensuring we grow our staff resources at a pace which is well matched with the volume of new business being developed – particularly in a buoyant oil and gas market which is often competing for similar skills and experience.

Evolving our business model to ensure the value of the services we offer delivers an appropriately healthy profit margin.

### **BACKGROUND, QUALIFICATIONS and EXPERIENCE**

The following summarises some key points regarding the candidate’s background / experience:

- Extensive relevant industrial experience in an offshore sector
- At least a number of years in offshore wind or related business activities
- Experience of technical (consultancy) sales and business development
- Technical qualification in a related field e.g. mechanical engineering, civil/structural, marine engineering or electrical / power engineering

- Proven ability to coordinate multi-party contract arrangements in complex and challenging engineering / consulting projects

The successful candidate will be able to demonstrate the following strengths and capabilities:

- Self starter – able to work independently to proactively build a successful business
- Able to quickly develop positive, productive relationships with both clients and colleagues
- Client focused – always looking for opportunities to generate greater value for clients
- Ability to understand technical detail and issues whilst bringing a commercial orientation to both client engagement and project delivery
- Results focused – both with respect to the client and our own business
- Strong communicator and coordinator working effectively with both in-house and third party engineering / technical teams

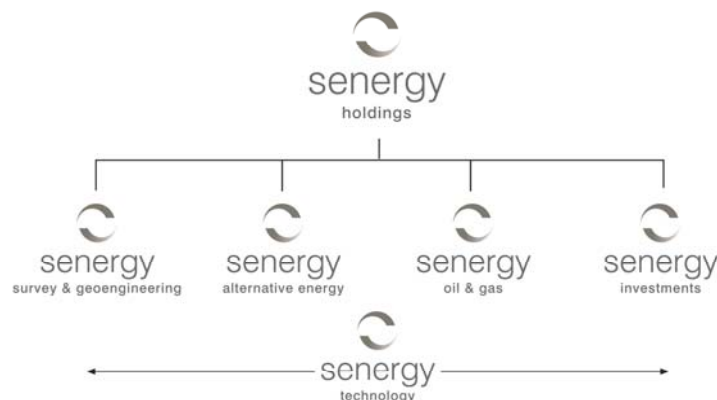
The individuals who are likely to be most attracted to this role, and the Senergy group as a whole, may well be frustrated by the constraints of a career path in a larger, corporate company and feel its time to flex some entrepreneurial muscles. They may already be in a consultancy with established activities in the offshore industries but where career growth and professional development are constrained by the organisational structure and approach.

### SENERGY OVERVIEW and INTRODUCTION to SENERGY ALTERNATIVE ENERGY

The Senergy group strategy is to:

*“Evolve our Integrated Energy Services business model to attract, retain, develop and reward people through building a business which focuses on its core assets of intellectual know-how, internally developed intellectual property and application of technology creating significant value for stakeholders using innovative commercial models across the energy sector”*

The following diagram outlines the current group structure:



Senergy is already an international business with 11 offices spread across: UK, Europe, Middle East, Australia and South East Asia.

The **Senergy Alternative Energy** group strategy is to deliver world class consulting and advisory services in a select number of alternative energy segments – then leverage this position to secure value sharing opportunities related to the projects and assets we are helping our clients deliver. We aim to achieve the latter, through a range of approaches including; service contracts that give us rewards linked to the success of our clients' projects as well as seeking opportunities to co-invest in projects through our Senergy Investments operation.

ATTACHMENT (1) Full Range of Offshore Wind Project Services

Primary Service	Secondary Service	
<b>Project Management</b>	Co-ordinate Alliance activities	
	Manage Alliance partners workscope	
	ensure full interaction of all alliance members	
	Liaise with clients project manager	
	Liaise with clients engineers and scientists	
	copy alliance Pm on all interactions	
<b>Gross Field Architecture</b>	Collate on GIS all development constraints and maintain the database	
	Assess ground conditions	
	Assess environmental conditions	
	Assess Grid connectivity	
	Assess existing wind data	
<b>Wind Engineering and Field Architecture</b>	Define Initial Field Layout	
	Select Turbines	
	Assess wind resource	
	Assess energy from field	
	Reconfigure Field Architecture to suit wind analysis	
	Specify met masts: number type locations	
	Project manage procurement and installation of met mast	
	Design met mast substructure and foundation	
<b>Power Engineering</b>	Assess and design in-field power array	
	Modify field architecture to suit power engineering	
	Design and specify control system	
	Design and specify all cables and routes	
	Design and specify Offshore Substations power equipment	
	Design and specify all other aspects of offshore substations	
	Design and specify onshore substation power equipment	
	Design and specify civil engineering+architecture of substation	
	<b>Civil Engineering</b>	Design and specify turbine substructures and foundations
		Maintain field architecture collating input from all partners
Assess cable routes for trenchability and if not buried on bottom stability		
Assess depth of burial for cables		
Assess environmental impact of cable routes and advise required design changes		
Assess beach crossings and lead design of beach crossing		
Design and specify onshore substation and beach crossing civil works		
<b>Environmental Sciences and Engineering</b>	Undertake environmental impact study, including management of surveys, coordination of consultations and permit applications	
	Examine all work prepared by the alliance for environmental impacts and advise suitable changes	

To apply, please send a CV and covering letter to [chris.black@senergyltd.com](mailto:chris.black@senergyltd.com) or post to:

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